

Connie E. Shulas

SENIOR PROJECT MANAGER / INDUSTRIAL ENGINEER / OPERATIONS RESEARCH ANALYST

PROFESSIONAL PROFILE

Consultant and executive manager of construction and production projects with long track record of success in both military and private sectors, seeking rapid growth opportunities in a corporate business environment. Unusual combination of skills including proven engineering / technical capacity, management and program development ability, team building, negotiation and communication skills, and a strong facility for capitalization, promotions, public relations, and team leadership.

*Industrial Engineering
Operations Research Analysis
Process Reengineering
Internal Consulting
Corrective Actions
Proposal & Bid Writing
Customer Relations
Materials Planning
Subcontractor Administration
Vendor Selection
Contract Negotiation
Policy & Procedure Development
Oral & Written Presentations
Public Relations
Regulatory Compliance*

24-year progression of increasing responsibility and consistent track record of success. Outstanding record of achievement as a pivotal member of management teams in both military and private / corporate enterprise settings.

Noticed for ability to bring organization to loosely-managed projects. Consistently effective motivating and coordinating diverse workforces to execute within common timelines resulting in reduced cost and expedited rates of project completion.

Particularly strong communication acumen; negotiate favorable agreements and bring disparate groups to consensus. Liaise routinely with stakeholders at all levels to build and train teams that deliver profitable results.

Highly developed problem-solving capacity to maintain budgets, operations, and profitability. Superior qualifications in operations and engineering management, materials contracting, and research analysis methods that increase production while maintaining the highest standards of quality.

CAREER PROGRESSION

ABC CONSTRUCTION, LLC – xxxxxx, NY
1992 - Present

Owner, Consultant

Local Project Management Consulting Firm offering services to individual real estate and construction investors. Revenue \$2.5 million.

As owner and principal, provide project management services to client investors with full responsibility for land acquisition and development, the identification and procurement of adequate project funding and bonding, management of legal and engineering teams for licensing and approval, bidding and contract negotiation with vendors, and follow-through to completion of construction. Complete P&L authority; develop and superintend annual budgets up to \$2.2 million.

Spotlighted Performance Achievements :

- Coordinated all aspects of four new home developments (87 lots) and 15 off-site, custom homes.
- Developed and implemented project management models that reduced average project completion times 67%.
- Established an innovative materials contracting system that reduced cost by over 12% per unit to investors.
- Performed due diligence and leveraged knowledge of planned growth to identify and manage the acquisition and approvals for a 15-home suburban subdivision. Yield: \$1.6 million profit to the investor on a two-year holding.
- Inspired record-breaking levels of camaraderie and cooperation between subcontractors resulting in significant improvements in quality and a 100% reduction in subcontractor sabotage - a \$25,000 annual benefit.
- Leading by example as a professional engineer and project specialist, developed reputation among architects, city officials, and subcontractors as the “best of the best” in the local construction management industry. Result: 78% increase in client base in 2002.

**MARCON ASSOCIATES – xxxxxx, NY
1983 - 1992**

**Industrial Engineer
Operations Research Analyst**

Industry-leading designer and manufacturer of museum interiors and trade show exhibitions. Annual sales \$14 million.

Reporting directly to the corporation's President and elected in 1986 to serve as a member of the Executive Board of Directors, responsible for establishing and implementing standard project management systems and procedures including job costing, procurement, bidding, client relations and retention, warehousing, and union / non-union human capital management.

Spotlighted Performance Achievements:

- Developed first-time SOP's for all project management activities to assure continued excellence in artistic design and craftsmanship - the company's signature - making possible aggressive periods of growth and profitability.
- Established reliable, mathematical models for tasking and procurement protocols on large scale projects - again a first for the corporation - positioning Marcon for full-scale museum design on an international level.
- Managed the update and automation of existing bookkeeping, job costing, word processing, and purchasing systems resulting in significantly increased accuracy and efficiency.
- In 1984, installed the corporation's first long-distance communications network linking IBM corporate managers directly with Marcon's product center.
- A skilled communicator and negotiator, developed and maintained a positive reputation with corporate officers, peers, and employees as the "go to" source for technical, engineering, training, and other problematic issues.

EDUCATION

Master of Science, Industrial Engineering (Operations Research) – Lehigh University, Bethlehem, PA
Bachelor of Science, Industrial Engineering (Operations Research) – Lehigh University, Bethlehem, PA – *Summa Cum Laude*

MILITARY SERVICE

UNITED STATES ARMY, 1979 – 1983	Battalion Logistics Officer, 1982 – 1983
Last post - Captain, US Army Quartermaster Corps,	Secretary to the General's Staff, 1981 – 1982
201st Military Intelligence Battalion, Fort Monmouth, NJ	Battalion Personnel Officer, 1981
Secret Clearance	Petroleum Platoon Leader, 1980 – 1981
Honorably Discharged	Military Student, 1979 – 1980

HONORS AND AWARDS

Member, Alpha Lambda Delta (Honor Society for outstanding academic achievement in Industrial Engineering)
Meritorious Service Medal, US Army
Army Commendation Medal, US Army
ROTC Distinguished Military Graduate
Regular Army Commission for Excellence in Performance
First female member of the Lehigh Rangers, an ROTC unit of the tactical military organization
Elected to the Pershing Rifles, a military organization for excellence in Military Science

DISTINCTIONS

"One of the biggest regrets of my military career is that I couldn't convince Connie to make it her career - she is definitely General-grade officer material and I will recommend her at any time to anyone who is looking for a dynamic leader, a terrific team player and an excellent manager."

---Major General William T. XXxxxx, US Army Quartermaster General 1987-1989 (Retired)

"Connie has the ability to take her educational background in Industrial Engineering / Operations Research and put it to use in the real world of business, creatively using the skills gained in the pursuit of her engineering degrees to solve everyday project management problems. She made a great difference in the overall efficiency of our operation and helped us make the transition to international player that we are today."

---Charles Marcon, Sr., Founder and Past President, Marcon Associates